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# FARM FACTS

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## Inside This Issue

<b>2000 Floriculture Crops, TN and U.S. ....</b>	<b>1, 2</b>
<b>2000 Annual Production of Dairy Products</b>	<b>3</b>
<b>April 2001 Prices Received by Farmers .....</b>	<b>3</b>
<b>2000 Broiler Production .....</b>	<b>4</b>
<b>March 2001 Chicken &amp; Eggs .....</b>	<b>4</b>

## Tennessee Floriculture Wholesale Value of Sales up 18 Percent

Sales from Tennessee's 200 floriculture operations with gross sales over \$10,000 totaled \$55.4 million in 2000, up 18% from last years total of \$47.1 from 196 operations. There were 62 growers with over \$100,000 in sales, accounting for 70 percent of covered space and 65 percent of open ground. Total covered area decreased 372 thousand square feet to 7.0 million square feet, while open ground increased 49 acres to 208. Film plastic greenhouses accounted for the vast majority of Tennessee's covered

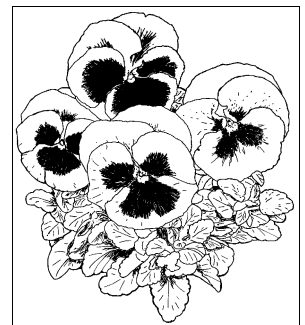
space. Tennessee producers with over \$100,000 in wholesale sales had \$41.8 million in reported sales in 2000, up 6 percent. By category, Tennessee producers with more than \$100,000 produced \$8.4 million of total potted flowering plants; \$1.0 million of total foliage for indoor patio use; \$32.4 million in bedding plants; \$26.6 million in annual bedding/garden plants; and \$5.8 million in herbaceous perennial plants. The remaining categories of cut flowers, cut cultivated greens and propagative materials were not published to avoid disclosure of individual operations, and were not included in the total.

## Wholesale Value of U.S. Floriculture Crops Up 12 Percent

**All Value of Production:** The 2000 wholesale value of floriculture crops was up 12 percent from the revised 1999 valuation. Contributing almost half of the increase, however, was the addition of Propagative Material sales for the first time. The total crop value at wholesale for all growers with \$10,000 or more in sales is estimated at \$4.57 billion for 2000, compared with \$4.10 billion for 1999. California was again the leading state, with total crops valued at \$858 million, up 8 percent for the year. Florida was up 19 percent from 1999 with \$798 million in wholesale value. These two states accounted for 36 percent of the total value. The top five states--California, Florida, Michigan, Texas, and Ohio--accounted for \$2.42 billion, 53 percent of the total value.

**Number of Growers:** The number of growers tallied 10,873 in 2000, a decline of 6 percent compared with 1999's revised count of 11,625. The number of growers with sales of \$100,000 or more dropped from 4,793 to 4,764 for 2000. The largest size group, \$500,000 or more, was the only one to have more members in 2000 than 1999; all other sales groupings were down from the year before.

**Growing Area:** Total covered area for floriculture crop production was recorded at 911 million square feet, down 1 percent. Greenhouse space accounted for 57 percent of the total covered area with 524 million square feet, down 2 percent from 1999. Film plastic structures decreased 3 percent to 357 million square feet. Fiberglass and other rigid plastic covers were up 3 percent for the year while glass greenhouse area was virtually unchanged. Shade and temporary cover constituted the remaining 388 million square feet of covered area, down 1 percent from 1999. Open ground usage totaled 36,868 acres, 5 percent over 1999's total.



**Hired Workers:** The average number of hired workers employed on operations in 2000 increased to 14.7, up from a revised 13.6 in 1999. A total of 8,624 operations reported hired workers during the year, compared with 9,471 a year earlier. Overall, 79 percent of the operations used some hired labor, compared with 81 percent in 1999.

**Value of Production \$100,000+ in Sales:** The total wholesale value of floriculture crops grown by operations exceeding the \$100,000 sales level reached \$4.27 billion in 2000, up 13 percent from 1999's total. These operations, which comprised 44 percent of all growers, accounted for 94 percent of the total value of floriculture crops. California had 20 percent of the total wholesale value for the 36 states surveyed. Florida was second with 18 percent. Michigan, Texas, and Ohio rounded out the top five states. Bedding and garden plants, the largest contributor, recorded a 9 percent increase in wholesale value to \$2.12 billion. Potted flowering plants were up 3 percent in value to \$781 million. The foliage category was valued at \$574 million in 2000. This value is not comparable to 1999's value, which represented a net value of production. Data for 2000 represents the wholesale equivalent value of all sales. Value of cut flowers lost 1 percent to \$427 million while cut cultivated greens lost 2 percent to \$124 million.

**Bedding/Garden Plants:** Growers posted another large increase in bedding and garden plant production during 2000. The wholesale value of bedding and garden plants totaled \$2.12 billion, 9 percent above a year earlier. This represented 50 percent of the wholesale value of all the reported crops. California, Michigan, Texas, Ohio, and Florida accounted for 42 percent of the total bedding and garden value. Of the specified bedding plants in the survey, potted Geraniums (from cuttings and seed) returned the highest value to growers, \$148 million, virtually unchanged from the previous two years. Impatiens flats provided the second largest amount at \$116 million. The number of growers producing bedding and garden plants was 3,225, down 227 from 1999. Potted bedding and garden plants tallied \$1.02 billion, representing 48 percent of the category total. This category showed a 24 percent increase for the year. Hardy Garden Mums, Impatiens (*I. wallerana* and New Guinea), Petunias, and Geraniums (from cuttings and seed) recorded increases. Beginning with this year's questionnaire, herbaceous perennials are now collected in their own section of the form. In the past, they have been included within the scope of bedding/garden plants but, with the exception of Potted Hardy Mums, were included in the "Other" categories. The value of herbaceous perennials summed to \$426 million with Hardy Garden Mums accounting for 25 percent of the total. The value of bedding and garden flats was off slightly from a year earlier to \$897 million. Flats represented 42 percent of the total value for bedding and garden plants. Average annual prices were up for all surveyed varieties. Impatiens, Vegetable-Type, Petunias, and Pansy/Violas were the top four items in this category and accounted for 41 percent of the total value. Flowering hanging baskets accounted for \$207 million, 10 percent of the bedding and garden total. Hanging flowering basket prices were up for both *I. wallerana* Impatiens and New Guinea Impatiens but were lower for Petunias. Overall, the category recorded a 6 percent decline from 1999.

**Foliage Plants:** The value of foliage plant production continued upward in 2000, recording a 12 percent gain to \$574 million. Florida continued to dominate this category with 69 percent of the value. Potted foliage plants represent 85 percent of the total foliage value. The remainder of the value was from hanging baskets. In 2000, there were 1,554 foliage producers compared with 1,531 in 1999.

**Cut Flowers:** The wholesale value of domestically produced cut flowers lost 1 percent in 2000, totaling \$427 million. California's portion reached \$286 million, 67 percent of the total cut flower value in the 36 surveyed states. Individual flower data were collected on eleven additional cut flowers while four were dropped into the "Other" unspecified category. Pompon Chrysanthemums showed the largest price increase and Standard Carnations and Gladioli prices were down. The top three valued cut flower categories were Roses at \$69.4 million, Lilies at \$58.6 million, and Gladioli at \$32.2 million. The number of cut flower growers dropped by 23 percent to 503 during 2000.

**Potted Flowering Plants:** Potted flowering plants value totaled \$781 million, up 3 percent for the year. California accounted for 18 percent of the category's total value. Poinsettias, which make up \$237 million of the category, were up 5 percent in total value from 1999. Three of the remaining listed plants recorded value increases for the year: Orchids, up 26 percent; Florist Azaleas, up 28 percent; and Florist Chrysanthemums, up 4 percent. African Violets and Easter Lilies showed lower values for the year. Potted Florist Roses and Spring Flowering Bulbs were collected for the first time.

**Cut Cultivated Greens:** Cut cultivated greens were down 2 percent in value to \$124 million in 2000. Florida, at \$100 million, accounted for 81 percent of the category total. Value of Leatherleaf ferns, at \$68 million, was up 5 percent from last year. Other cut cultivated greens decreased 10 percent from a year earlier. The number of growers increased by 8 to 245 for 2000.

**Propagative Material:** A section devoted to propagative floriculture plant material was added to the 2000 questionnaire. Total value of sales of material for cut flowers, potted flowering plants, annual bedding/garden plants, herbaceous perennials, foliage, and cut cultivated greens were \$243 million during 2000. Propagative material for annual bedding/garden plants accounted for 44 percent of the total, or \$107 million. The largest single group of producers was 210 for annual bedding/garden material.

### Annual Production of Selected Dairy Products: Tennessee & U.S., 1999 & 2000

State	Cottage Cheese Curd <sup>1</sup>		Cottage Cheese Creamed <sup>1 2</sup>		Milk Sherbet Mix		Milk Sherbet	
	1999	2000	1999	2000	1999	2000	1999	2000
1,000 Pounds				1,000 Gallons				
Tennessee	8,066	8,288	8,989	9,353	725	584	1,808	1,995
U.S.	464,785	463,348	360,551	372,051	36,390	35,218	52,944	54,479
State	Ice Cream Mix, Regular		Ice Cream		Ice Cream Mix, Lowfat <sup>3</sup>		Ice Cream Lowfat, Hard	
	1999	2000	1999	2000	1999	2000	1999	2000
1,000 Gallons								
Tennessee	9,045	9,703	17,023	18,326	2,248	2,192	1,639	1,682
U.S.	490,368	498,836	972,210	969,742	214,773	214,704	97,209	89,044

<sup>1</sup> Mostly used for processing into fully creamed or lowfat cottage cheese; cottage cheese curd and creamed cottage cheese should not be added together to obtain total production. <sup>2</sup> Milkfat content more than 4.0 percent. <sup>3</sup> Includes milkshake mix.

### Whole Milk Used in Specified Dairy Products: Tennessee & U.S., 1999 & 2000

Product	Tennessee		United States	
	1999	2000	1999	2000
1,000 Pounds				
Butter, creamery	<sup>1</sup>	<sup>1</sup>	5,361,000	5,552,000
American Cheese	<sup>1</sup>	<sup>1</sup>	35,254,377	36,215,719
Cheese Other than American	---	---	24,462,237	26,043,254
Ice Cream and other frozen products	284,033	283,886	16,675,057	16,592,869
Other milk products	14,142	14,538	682,142	701,018
Total <sup>2</sup>	962,606	968,650	108,022,449	110,137,321
Duplications	34,396	37,006	7,666,200	7,754,305
Net Total <sup>3</sup>	928,210	931,644	100,356,249	102,383,016

<sup>1</sup> Not published when less than three plants reported or individual plant operations might be disclosed. <sup>2</sup> Milk equivalent of other dairy products, including items produced by less than three plants. <sup>3</sup> Net total accounts for fat recovered from whey cream and used for making butter, and the amount of fat from butter and condensed milk used in making ice cream.

### Prices Received by Farmers: Tennessee & U.S., April 2001 with Comparisons

Commodity	Unit	Tennessee			United States		
		Apr.	Mar.	Apr.	Apr.	Mar.	Apr.
		2000 <sup>1</sup>	2001 <sup>1</sup>	2001 <sup>2</sup>	2000 <sup>1</sup>	2001 <sup>1</sup>	2001 <sup>2</sup>
Dollars Per Unit							
Winter Wheat	bu.	2.28	2.53	---	2.32	2.85	2.79
Corn	bu.	2.32	2.29	2.25	2.03	1.95	1.91
Cotton Lint	lb.	.434	.499	.513 <sup>3</sup>	.454	.432	.436 <sup>3</sup>
Soybeans	bu.	5.28	4.52	4.35	5.00	4.39	4.18
All hogs	cwt.	46.20	---	---	47.40	46.00	46.70
Sows	cwt.	39.00	---	---	37.90	34.80	39.30
Barrows & gilts	cwt.	47.00	---	---	47.90	46.60	47.00
All beef cattle	cwt.	68.20	67.00	68.20	71.30	76.30	76.50
Steers/heifers	cwt.	87.00	85.00	87.00	75.20	80.50	80.70
Cows	cwt.	40.00	40.00	40.00	39.80	42.30	42.70
Calves	cwt.	105.00	104.00	103.00	111.00	112.00	113.00
Milk cows	head	1,300.00	---	---	1,340.00	---	1,390.00
All milk	cwt.	13.10	---	---	11.90	13.90	14.40
Fluid grade	cwt.	13.10	---	---	11.90	13.90	14.40
Manufacture grade	cwt.	8.70	---	---	10.20	12.20	12.70

<sup>1</sup> Entire month. <sup>2</sup> Mid-month. <sup>3</sup> Based on purchases first half of month.

**March Egg Production Up 1 Percent** : U.S. egg production totaled 7.33 billion during March 2001, up 1 percent from last year. Production included 6.22 billion table eggs and 1.11 billion hatching eggs, of which 1.05 billion were broiler-type and 67.0 million were egg-type. The total number of layers during March 2001 averaged 337 million, up 2 percent from the total average number of layers during March 2000. March egg production per 100 layers was 2,178 eggs, down slightly from 2,186 eggs in March 2000.

**Layers and Eggs: Layers on Hand and Eggs Produced by State  
and United States, During March 2000-2001 for Selected States**

Selected States	Table Egg Layers in Flocks 30,000 or more		All Layers <sup>1</sup>		Eggs per 100 for All Layers <sup>1</sup>	
	2000	2001	2000	2001	2000	2001
	Thousands				Number	
Alabama	3,230	2,887	10,636	10,364	1,937	1,949
Arkansas	4,957	5,018	15,684	15,163	1,957	1,985
Georgia	12,070	11,908	21,370	21,385	2,143	2,104
North Carolina	3,402	3,454	11,302	11,163	1,902	1,917
All Other States <sup>2</sup>	241,470	247,969	271,870	278,563	2,225	2,177
United States	265,129	271,236	330,862	336,638	2,186	2,178

<sup>1</sup> Includes all layers and eggs produced in both table egg and hatching egg flocks regardless of size. <sup>2</sup> Tennessee included in other states.

**Tennessee Annual Broiler Production:** Tennessee's value of broilers produced during 2000 was \$230 million, down 14 percent from the 1999 value of \$268 million. The total number of broilers produced in 2000 was 151 million, up slightly from 1999. The 2000 average price per pound on a liveweight equivalent basis was 33.0 cents per pound, compared to 37.0 cents per pound in 1999.

**Broilers: Production and Income, Tennessee, 1995 - 2000 <sup>1</sup>**

Year <sup>2</sup>	Birds Produced	Pounds Produced	Price Per Pound <sup>3</sup>	Value of Production
	1,000	1,000	Cents	1,000 Dollars
1995	130,000	572,000	32.5	185,900
1996	134,000	603,000	38.5	232,155
1997	138,600	623,700	38.0	237,006
1998	159,200	716,400	39.5	282,978
1999	150,800	723,800	37.0	267,806
2000	151,300	696,000	33.0	229,680

<sup>1</sup> Broiler production including other domestic meat-type breeds. <sup>2</sup> December 1 previous year through November 30 of current year. <sup>3</sup> Liveweight equivalent price.